



Over the past 12 months, the Chemist Warehouse Group has achieved several major milestones across financial performance, strategic expansion, sustainability, and customer satisfaction. Chemist Warehouse (CW) retail network performance was a standout, with a 14% increase in total retail network sales to customers for the 12-months. This was achieved through a combination of trading momentum, with like for like sales up 11%, and the opening of 35 new CW stores in Australia and in international markets. This continues a trend that over the last decade has seen CW grow.

For the fourth time, Chemist Warehouse was named **Pharmacy of the Year 2024** by Roy Morgan, winning all 12 months for customer satisfaction. The award reflects the brand's commitment to affordability, accessibility, and service excellence.

Chemist Warehouse continues to have strong ties into the community with a range of partnerships, including Save Our Sons Duchenne Foundation, Gotcha4Life, Liptember Foundation, Carrie's Beanies 4 Brain Cancer, Good Friday Appeal, FightMND, and Victorian Pride Centre. Over the years, Chemist Warehouse has contributed more than \$29 million to these and other community partners.

International Expansion

Chemist Warehouse stores in international markets maintain a similar or larger footprint, to those in Australia. These stores are positioned within the discount pharmacy segment, focusing on high-volume, low-margin retail to deliver strong customer value.

International sales grew by 19.0% year-on-year, demonstrating the strong resonance of the Chemist Warehouse brand and the scalability of its business model in new markets. Sales efficiency across the network remains robust, with average store sales per square metre performing strongly in all geographies.

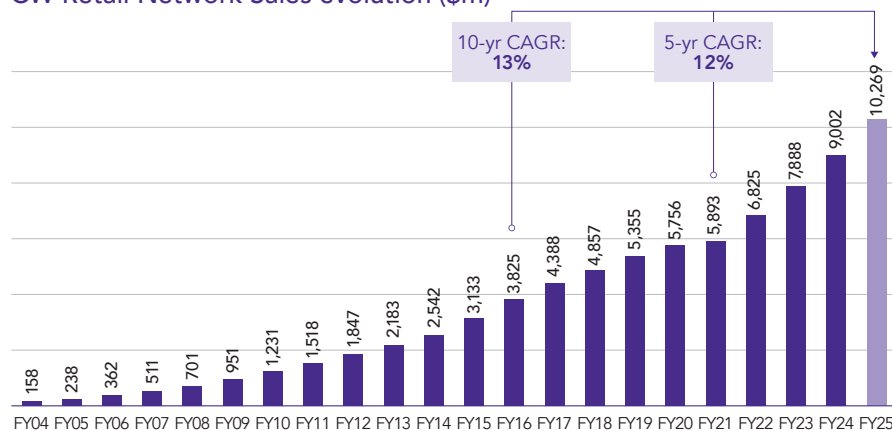
To support international growth, a new DC was opened in Ireland to improve logistics efficiency and regional expansion. In New Zealand, the supply

chain is currently under review to ensure it can meet future scalability.

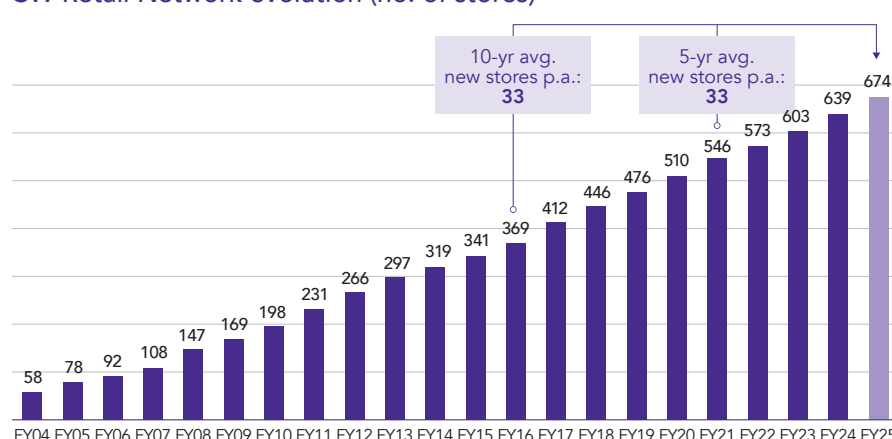
The New Zealand experience demonstrates the transportability and acceptance of the CW brand and value

proposition in new geographies. We are actively evaluating and cultivating long-term strategic opportunities in select new markets, focusing on regions that align with the value-driven retail model and offer sustainable growth potential.

CW Retail Network Sales evolution (\$m)^{1,2,3}



CW Retail Network evolution (no. of stores)^{1,4}



International Store Network

	CW International Store Network						Total # Registered Pharmacies
New Zealand	14	24	35	42	50	61	1,000 ²
	FY20	FY21	FY22	FY23	FY24	FY25	
Ireland	0	2	4	6	10	14	2,000 ³
	FY20	FY21	FY22	FY23	FY24	FY25	
China	1	4	5	6	10	9	n.m. ⁴
	FY20	FY21	FY22	FY23	FY24	FY25	
UAE					2		1,500 ⁵
	FY20	FY21	FY22	FY23	FY24	FY25	

+ 16 net store openings in international markets in the last 12 months.

- The Chemist Warehouse Retail Network comprises Chemist Warehouse Australian franchise network stores (i.e. franchised stores operating under the Chemist Warehouse, My Chemist, and Pipeline brands, as well as legacy My Chemist stores converted to Amcal and Discount Drug Store brands); other retail brand stores (Optometrist Warehouse and co-located Ultra Beauty stores); and international retail network stores operating in New Zealand, Ireland, China, and UAE.
- FY04 to FY25 (financial year ended 30 June).
- Based on Chemist Warehouse management information (unaudited). Chemist Warehouse Retail Network sales includes a combination of in-store and online sales across the Chemist Warehouse Retail Network, as well as online sales fulfilled directly by Chemist Warehouse.
- A large proportion of Chemist Warehouse Retail Network sales is not revenue of Chemist Warehouse (as the financial results of Australian franchise network stores and New Zealand stores are not consolidated into statutory revenue). However, the relevance of this metric is that inventory sold by Chemist Warehouse Retail Network stores is often purchased from Chemist Warehouse (as part of Chemist Warehouse's wholesale supply agreements).
- Includes franchised retail pharmacies in Australia, other retail brand stores in Australia, partly owned stores in New Zealand, Ireland and UAE, and Chemist Warehouse stores operated in China through service agreements with local companies. Chemist Warehouse does not own or operate any pharmacies in Australia. Co-located Ultra Beauty stores are not included incrementally in the total number of stores.